

Concessions Matrix Summary

| | <u>MWBE - 15/10% - Minimum Annual</u> | <u>Airport Concessions</u> | <u>Total Build Out</u> | <u>Common Areas</u> | <u>Non-Concessions</u> | <u>Equity Member Interests</u> | <u>Renovation, Rebranding, Refurbishment Plan</u> | <u>Initial Build</u> | <u>Time to Full</u> | <u>Pricing Model</u> | <u>Pay Ranges</u> | |
|-----------------------|---------------------------------------|---|--|---|---------------------------------|--|---|--|---------------------|--------------------------|-------------------|--|
| | <u>Number of firms listed</u> | <u>Guarantee or Rent</u> | <u>Disadvantaged Business Enterprise</u> | <u>Amount</u> | <u>Facility Investment</u> | <u>Local (Yes or No)</u> | | <u>Out</u> | <u>Build Out</u> | | | |
| Vantage Airport Group | 15/10 - 17 | \$1.75/Enplaned Pax or 80-84% of rents total | 59% | <u>Total \$65,000,000</u> | included in subtenant build out | \$2.9M (\$2.8M) Off Site, \$15M Loading Dock, Support Spaces | Yes | Year 6 15% of original construction account | 100% | 100% at opening | Street +15% | \$15-\$18 F&B \$15-\$17 Retail |
| Company T | 15/10 - 7 | No enplaned MAG - 80% of prior year total rent | 20% | <u>Total \$51,731,142</u> | \$3,709,300 | \$10,321,300 includes \$1,617,000 for Dock | No | Year 5 20% Year 10 25% | 95% | 3 years | Street +18% | \$15 Starting |
| Company U | 15/10 - 4 | \$1.25/Enplaned Pax or 80% of prior year total rent | 16% | <u>Total \$50,164,000</u> | \$2,652,400 | \$3.7M On Site and Off Site plus \$2.75M | No | Year 5 15% (\$1M) Year 7 75% (\$5M) Year 9 90% (\$5.9M) Year 11 100% (\$6.6M) | 89% | When Traffic Drives Need | Street +10%-20% | \$13.40 - \$18 |
| Company V | 15/10 - 11 | \$1.33/Enplaned Pax or percentage of rent 8%-24% | 24.7% | <u>Total \$45,200,000</u> | None anticipated | \$900K-\$1,100,000 Off-Site Location | No | Year 5 \$4,200,000 Year 10 \$4,200,000 | 89% | Not listed | Street +15% | \$10.40 - \$19.49 |
| Company W | 15/10 - 1 | No enplaned MAG - 85% of prior year total rent | 22.5% | <u>Total \$48,000,000</u> | Proposer listed at confidential | Proposer listed at confidential | Yes | Proposer listed at confidential | 80%-85% | When Traffic Drives Need | Street +10%-20% | \$12-\$17 F&B \$11-\$16 Retail |
| | | | | (Total Build Out includes common and non-concessions areas) | | | | | | | | (All committed to \$15 minimum in interview) |